

Message Text

CONFIDENTIAL

PAGE 01 MANILA 04661 220921Z
ACTION EA-12

INFO OCT-01 ISO-00 SP-02 USIA-06 AID-05 EB-08 NSC-05
TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00
COME-00 FRB-03 INR-10 NSAE-00 XMB-02 OPIC-03
LAB-04 SIL-01 AGRE-00 /086 W
-----081167 221549Z /45

R 220845Z MAR 78
FM AMEMBASSY MANILA
TO SECSTATE WASHDC 3354
INFO AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY BANGKOK
AMCONSUL HONG KONG
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO

C O N F I D E N T I A L MANILA 4661

E.O. 11652: GDS
TAGS: EINV, RP
SUBJECT: U.S. INVESTMENT MISSION FOR ASEAN

REF: (A) KUALA LUMPUR 2190, (B) JAKARTA 3629

1. THE PHILIPPINES WOULD WELCOME A SERIOUS U.S. INVESTMENT MISSION TO ASEAN. EMBASSY MANILA ECHOES, HOWEVER, JAKARTA'S VIEW THAT ANY INVESTMENT MISSION WOULD NEED TO BE VERY WELL PREPARED TO ENSURE THAT NO HOPES REGARDING NEW INVESTMENT ARE BUILT UP WHICH THE USG, AND OPIC PARTICULARLY, WOULD NOT BE IN A POSITION TO SATISFY.

2. ANY MISSION MUST BE GENUINELY SERIOUS AND PROMISING, PARTICULARLY SINCE THE RECENT GOP EXPERIENCE WITH THE NEW YORK-BASED AGRIBUSINESS COUNCIL/OPIC INVESTMENT PROMOTION EFFORTS WAS NOT ENCOURAGING. WE ALSO UNDERSTAND MOST SEA CAPITALS HAVE HAD LESS THAN SATISFACTORY EXPERIENCES WITH PRI-
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MANILA 04661 220921Z

VATE U.S. INVESTMENT MISSIONS IN THE PAST, E.,E. SOUTH EAST ASIA TRADE AND INVESTMENT COUNCIL (SEATAI). AN OPIC INVESTMENT OFFICER MADE AN EXTENDED VISIT TO MANILA LAST FALL WITH A NEW MANDATE TO PROMOTE OPIC SUPPORTED INVESTMENTS, BUT WE HAVE SEEN NO REAL FOLLOW-UP OF THIS LATEST INITIATIVE.

3. IF WE OFFER ASEAN AN INVESTMENT MISSION, WE MUST BE REALISTIC IN DESCRIBING WHAT WE CAN DELIVER. IT HAS NOT BEEN OUR COLLECTIVE EXPERIENCE THAT INVESTMENT MISSIONS ARE THE MECHANISM SERIOUS INVESTORS USE TO FIND AND DECIDE ON INVESTMENTS ABROAD.

4. HAVING SAID THE FOREGOING, WE BELIEVE IT IN ORDER TO SUGGEST AREAS WHERE POSSIBILITIES OF INVESTMENT EXIST AND INDIVIDUAL U.S. COMPANIES WHICH MAY BE INTERESTED. THESE ARE: -- CUMMINS ENGINES IN DIESEL ENGINES (IT IS A CONTENDER NOW ON PHILIPPINE SCENE); BORG WARNER AND DANA IN AUTOMOTIVE PARTS; DIAMOND SHAMROCK IN SODA ASH; HOOKER CHEMICALS IN INDUSTRIAL CHEMICALS; HAWAIIAN AGRONOMIC (C.B. BREWER) AND ALEXANDER BALDWIN AGIBUSINESS CORPORATION AND ANY SOUTHWEST FIRM IN RICE GROWING (FOR INDONESIA). ADDRESSEE POSTS CAN MOST PROBABLY SUGGEST OTHERS.
NEWSOM

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE VISITS, FOREIGN INVESTMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MANILA04661
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780126-0513
Format: TEL
From: MANILA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780338/aaaabfrw.tel
Line Count: 80
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7761c1bf-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 KUALA LUMPUR 2190, 78 JAKARTA 3629
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3240383
Secure: OPEN
Status: NATIVE
Subject: U.S. INVESTMENT MISSION FOR ASEAN
TAGS: EINV, RP, US
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/7761c1bf-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014